
Enhanced Negotiations and Mediation Advocacy Seminar
March 19-21, 2002
Columbia, South Carolina

Agenda

Tuesday, March 19, 2002

8:00 - 8:30 A.m.	Registration
8:30 - 8:40 A.m.	Welcome and Introduction
8:40 - 8:50 A.m.	Overview and Goals for the Course
8:50 - 9:30 A.m.	Interest-based Negotiation (Ostrich Negotiation Game)
9:30 - 9:45 A.m.	Break
9:45 - 11:45 A.m.	Oil Pricing Game
11:45 - 1:15 P.m.	Lunch
1:15 - 2:00 P.m.	Claiming Value in Negotiation
2:00 - 3:45 P.m.	Sally Soprano Negotiation (Break Included)
3:45 - 4:00 P.m.	Break
4:00 - 4:45 P.m.	Dealing with Difficult Negotiators
4:45 - 5:15 P.m.	Limitations of Unassisted Negotiation
5:15 P.m.	Recess

Wednesday, March 20, 2002

8:30 - 8:45 A.m.	Range of ADR Processes
8:45 - 9:15 A.m.	Selecting and Hiring the Neutral

9:15 - 9:45 A.m.	Mediation Advocacy
9:45 - 10:00 A.m.	Break
10:00 - 10:45 A.m.	Perspectives of an Assistant United States Attorney on Mediation
10:45 - 11:45 A.m.	Mediation Ethics
11:45 - 1:15 P.m.	Lunch
1:15 - 2:00 P.m.	Risk Analysis
2:00 - 3:00 P.m.	Should Adr Be Used
3:00 - 3:15 P.m.	Break
3:15 - 5:00 P.m.	Preparing for Mediation
5:00 P.m.	Recess

Thursday, March 21, 2002

8:30 - 8:45 A.m.	Mediation Roleplay Preparation
8:45 - 12:15 P.m.	Mediation Roleplay
12:15 - 12:45 P.m.	Mediation Roleplay Debriefing
12:45 P.m.	Seminar Wrap-up
12:45 P.m.	CLE, Evaluations and Adjournment